

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 103.0 \ 1,134.9

## Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	27%	18%	17 Days	\$3.05	\$6			\$34				840 pkgs.	\$3,282
COSCO	23%	6%	21 Days	\$4.06	AI			AI				840 pkgs.	\$3,410
Sea-Land	14%	19%	17 Days <sup>3</sup>	\$3.25	\$6			\$34				840 pkgs.	\$3,450
Mitsui OSK	11%	33%	20 Days <sup>3</sup>	\$3.25	\$6			\$34				840 pkgs.	\$3,450
Maersk	9%	4%	20 Days <sup>3</sup>	\$3.25	\$6			\$34				840 pkgs.	\$3,450
Yang Ming	8%	1%	26 Days	\$3.05	\$120 <sup>1</sup>			\$34				840 pkgs.	\$3,294
Hanjin	3%	6%	29 Days	\$3.05	\$6			\$26				840 pkgs.	\$3,138
APL	3%	2%	21 Days	\$3.25	\$6			\$34				840 pkgs.	\$3,450
OOCL	2%	9%	15 Days	\$3.25	\$6			\$34				840 pkgs.	\$3,450
P&O Nedlloyd	1%	1%	26 Days	\$3.25	\$6			\$34				840 pkgs.	\$3,450

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

**Average Container Rate** \$3,374

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 3.0 \ 24.0

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Maersk	67%	42%	18 Days <sup>3</sup>	\$5.13	\$6			\$34				840 pkgs.	\$5,029
Hanjin	33%	4%	43 Days	\$6.90	\$120 <sup>1</sup>			\$34				850 pkgs.	\$6,597

<sup>1</sup> Rate is per container

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

*Average Container Rate* \$5,552

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 137.0 \ 2,022.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	30%	34%	18 Days	\$3.18	AI			AI				840 pkgs.	\$2,671
Hyundai	29%	20%	12 Days	\$2.27	\$6			\$34				840 pkgs.	\$2,627
OOCL	14%	80%	12 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711
APL	13%	12%	12 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711
Evergreen	9%	13%	15 Days <sup>3</sup>	\$2.27	\$6			\$34				840 pkgs.	\$2,627
Mitsui OSK	2%	5%	12 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711
Yang Ming	2%	3%	15 Days	\$2.27	\$120 <sup>1</sup>			\$34				840 pkgs.	\$2,639
NYK Line	1%	2%	17 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711
Sea-Land	1%	1%	20 Days <sup>3</sup>	\$2.37	\$6			\$34				840 pkgs.	\$2,711
Maersk	1%	1%	16 Days <sup>3</sup>	\$2.37	\$6			\$34				840 pkgs.	\$2,711

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

Average Container Rate \$2,667

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 30.0 \ 2,517.8

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	30%	25%	20 Days <sup>3</sup>	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Maersk	20%	27%	17 Days <sup>3</sup>	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Hanjin	17%	1%	20 Days	\$3.05	\$6			\$26				840 pkgs.	\$3,138
NYK Line	13%	6%	25 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
APL	7%	21%	22 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
OOCL	7%	9%	19 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Hyundai	3%	4%	20 Days	\$3.05	\$6			\$34				840 pkgs.	\$3,282
COSCO	3%	0%	28 Days	\$3.96	AI			AI				840 pkgs.	\$3,326

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

**Average Container Rate** \$3,324

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 329.8 \ 2,562.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Evergreen	51%	17%	13 Days <sup>3</sup>	\$1.69	\$6		AI	\$34				840 pkgs.	\$2,140
Neptune	16%	18%	14 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
NYK Line	16%	24%	14 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
Cho Yang	8%	3%	19 Days	\$3.35	\$6		8%	\$34				840 pkgs.	\$3,147
Hapag-Lloyd	4%	6%	14 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
P&O Nedlloyd	3%	40%	15 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
Hyundai	3%	5%	17 Days <sup>6</sup>	\$1.69	\$6		AI	\$34				840 pkgs.	\$2,140
APL	1%	13%	17 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
Maersk	1%	1%	19 Days <sup>3</sup>	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
OOCL	0%	4%	17 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616

3 Transit time is based on departure from Tacoma, WA.

6 Transit time is based on departure from Portland, OR.

Average Container Rate \$2,408

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 41.0 \ 1,082.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	41%	36%	16 Days	\$2.93	\$6			\$34				840 pkgs.	\$3,181
COSCO	27%	11%	31 Days	\$3.94	AI			AI					\$3,310
APL	15%	19%	20 Days	\$3.13	\$6			\$34				840 pkgs.	\$3,349
OOCL	10%	6%	24 Days	\$3.13	\$6			\$34				840 pkgs.	\$3,349
Maersk	2%	17%	22 Days <sup>3</sup>	\$3.13	\$6			\$34				840 pkgs.	\$3,349
Sea-Land	2%	3%	21 Days <sup>3</sup>	\$3.13	\$6			\$34				840 pkgs.	\$3,349
Evergreen	2%	0%	15 Days <sup>3</sup>	\$2.93	\$6			\$34				840 pkgs.	\$3,181

3 Transit time is based on departure from Tacoma, WA.

**Average Container Rate** \$3,266

# Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 21.6 \ 453.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	19%	20%	18 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
P&O Nedlloyd	19%	4%	24 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Maersk	14%	23%	16 Days <sup>3</sup>	\$3.15	\$6			\$34				840 pkgs.	\$3,366
APL	14%	23%	18 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Hyundai	14%	17%	19 Days	\$3.00	\$6			\$34				840 pkgs.	\$3,240
COSCO	9%	1%	18 Days	\$3.96	AI			AI				840 pkgs.	\$3,326
Sea-Land	7%	18%	20 Days <sup>3</sup>	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Mitsui-OSKL	5%	3%	18 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

**Average Container Rate** \$3,345

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 23.7 \ 344.5

## Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	24%	21%	16 Days	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
APL	21%	16%	16 Days	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
Hyundai	17%	31%	18 Days	\$2.84	\$6		AI	\$34				840 pkgs.	\$3,106
P&O Nedlloyd	12%	4%	26 Days	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
Cho Yang	8%	7%	24 Days	\$3,950 <sup>1</sup>	AI		AI	AI					\$3,950
Maersk	8%	7%	14 Days <sup>3</sup>	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
Sea-Land	4%	7%	17 Days <sup>3</sup>	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
Mitsui OSK	4%	2%	16 Days	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558

<sup>1</sup> Rate is per container

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

**Average Container Rate** \$3,512



# Ocean Rate Bulletin

Washington State Ports to Magadan, Russian Far Eas

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 10.2 \ 71.7

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
FESCO	100%	74%	14 Days <sup>3</sup>	\$7,400	AI			AI					\$7,400
Sunmar	0%	26%	15 Days <sup>7</sup>	\$5,000	AI			\$350		\$0			\$6,600

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

<sup>7</sup> Transit time is based on departure from Olympia, WA

**Average Container Rate** \$7,400

# Ocean Rate Bulletin

Washington State Ports To Vladivostok, Russian Far East

Fresh Apples

Monthly Market Share For: October 1997

Month\Year: 17.0 \ 61.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
FESCO	100%	72%	14 Days <sup>3</sup>	\$7,400	AI			AI					\$7,400
Sunmar	0%	28%	22 Days <sup>7</sup>	\$4,150	AI			\$350					\$4,500

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

<sup>7</sup> Transit time is based on departure from Olympia, WA

**Average Container Rate** \$7,400